



Jay F. Booth

MAI, CRE

*Senior Managing Director
Specialty Practice Co-Leader –
Retail & Regional Malls
Market Co-Leader – West Coast /
Pacific Northwest*

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YEARS OF EXPERIENCE

30+

AREAS OF SPECIALTY

Valuation & Advisory

Retail & Regional Malls

Based in Portland, Oregon, Senior Managing Director, Jay F. Booth, MAI, CRE, serves as Newmark Valuation & Advisory's Market Co-Leader for the West Coast / Pacific Northwest and as the national Retail & Regional Malls Specialty Practice Co-Leader. His responsibilities include spearheading business development efforts, recruiting elite valuation professionals, and ensuring outstanding client service.

As co-leader of the Retail & Regional Malls Specialty Practice, Booth guides a team dedicated to providing cutting-edge valuation services to commercial banks, developers, corporations, individual property owners, public agencies, insurance companies and legal firms. Focusing on a broad range of retail properties, including super-regional malls, lifestyle centers, and community shopping centers, his team provides valuation services for some of the most complex assignments in the world.

Booth brings a diverse range of experience from his 31-year tenure at Cushman & Wakefield, where he held the position of Senior Managing Director of Valuation & Advisory in the Pacific Northwest. His career, which began in New York in 1993 before moving to Portland, Oregon, in 1998, has been characterized by a series of leadership roles, particularly within the retail practice.

Prior to joining Cushman & Wakefield, Booth was an Associate with Appraisal Group, Inc. in Portland, Oregon from 1990 to 1993. AGI was a regional valuation and advisory firm that later became Columbia Consulting Inc., specializing in all property types, including industrial, office, retail centers, and special-use properties. At AGI, Booth also performed extensive work on market analyses and supply and demand studies.

Professional Affiliations

- Affiliate Member, International Council of Shopping Centers, ICSC
- Member, Urban Land Institute
- Member, Experience Review Panel, Appraisal Institute, 2006-2008
- Vice Chair, National Admissions Appeal Board, Appraisal Institute (2003-2005)

Licenses and Designations

- MAI designation, Appraisal Institute
- Member, The Counselors of Real Estate
- Certified General Real Estate Appraiser in the following states:
 - Colorado – CG100013948
 - Hawaii – CGA-1264
 - Idaho – CGA-2312
 - Oregon – C000929
 - Montana – REA-RAG-LIC-14022
 - Washington – 1101056

Professional Achievements

- Presentations/Guest Speaker:
 - "Retail Market Trends" – Moderator, Fall Real Estate Conference 2023,

Greater Oregon Chapter of the Appraisal Institute, Wilsonville, OR

- “Excess Land v. Surplus Land” – 2021 Client Presentation
 - “U.S. Retail Market” – 2020 Client Presentation
 - “What’s Next For Retail Real Estate” – Panelist, 2020 Wells Fargo Commercial Real Estate Briefing Series, Private Client Group
 - “Current Retail Market Trends” – Moderator, Fall Real Estate Conference 2012, Seattle Chapter of the Appraisal Institute, Seattle, WA
 - “Retail Industry Overview and Valuation Issues” – Cushman & Wakefield WebEx Seminar, approved by the Appraisal Institute for continuing education
- Booth has qualified as an expert witness in the following courts:
- Oregon Tax Court, Magistrate Division, Property Tax
 - United States Bankruptcy Court, Northern District of California, San Jose Division
 - Supreme Court of the State of New York, County of New York
- Arbitration/Expert Testimony Experience:
- Fair Market Rent Determination and Arbitration, Land/Ground Lease Underlying Commercial Building, Confidential U.S. Pacific Southwest Location (2022)
 - Fair Market Rent Determination and Arbitration, Grocery Store, Portland OR (2022)
 - Fair Market Rent Determination and Arbitration, Land/Ground Lease Underlying Office Building, Confidential U.S. Pacific Southwest Location (2022)
 - Fair Market Rent Determination and Arbitration, Land/Ground Lease Underlying Community Shopping Center, Portland OR (2021)
 - Fair Market Rent Determination and Arbitration, Department Store at Top 10 Super-Regional Mall, Confidential Pacific Southwest Location (2019)
 - Fair Market Rent Determination and Arbitration, Grocery Store, Portland OR (2017)
- Special Awards:
- C&W Top Valuation & Advisory Professional, Portland (1999, 2006, 2008, 2021, 2022, 2023)

Education

- Master of Science in Real Estate, New York University
- Bachelor of Science, Willamette University
- Overseas Study
 - Xiamen University (China)
 - Kookmin University (South Korea)
 - Tokyo International (Japan)